



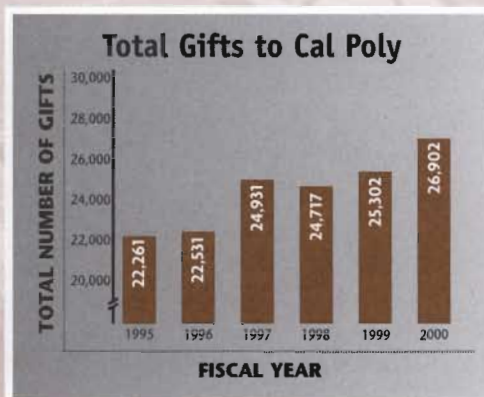
## Cal Poly receives more than \$30 million in gifts and pledges

Cal Poly's alumni, parents, and corporate partners strengthened the university's education programs during the 1999-2000 fiscal year by donating a record 26,902 gifts totaling \$24.5 million in cash and in-kind support and \$5.7 million in pledges.

A record \$16.2 million was received in cash and in-kind support and pledges from Cal Poly's industry partners. Gifts of equipment and software make it possible for Cal Poly to keep pace with rapid changes in technology. Corporate support also funded faculty positions, student internships, and scholarships.

Cal Poly received \$7.4 million in endowment support during the last fiscal year. Through the generosity of our alumni and friends and the effective management of the Cal Poly Foundation, Cal Poly's endowment has grown from \$22.3 million to more than \$60 million, a nearly 170 percent increase in value over the last six years.

During the past year, the Cal Poly Legacy Club added 21 new members. The Legacy Club, now comprising 233 members, honors those generous individuals who have made the decision to benefit Cal Poly through a future gift. These planned gifts represent a win-win option that provides generous tax and financial incentives for the donor while at the same time advancing the university. These future gifts are vital to perpetuating the university's "learn-by-doing" tradition of excellence.



Nearly 15,000 gifts were generated through the Cal Poly Fund phonathon and mail programs. Alumni, parents, and friends contributed more than \$1.7 million through the fund, with approximately 78 percent of gifts designated by donors to specific programs. This was a 13 percent increase from fiscal year 1998-99. Since 1995-96, the fund has seen a 76 percent increase in donations and a 58 percent increase in alumni donors.

Parents continued their strong support, donating approximately \$966,000 to programs that benefit their students' educations. (Cal Poly parents consistently give over 10 times more per enrolled student than parents at other CSU campuses.)

For the second consecutive year, Cal Poly was fortunate to receive the National "Circle of Excellence" award for overall fund-raising performance from the Council for Advancement and Support of Education. This recognition acknowledges the efforts of Cal Poly's generous donors and the university community.

In addition to the \$30 million in private support and pledges, Cal Poly's Sponsored Programs Office administered nearly \$12.7 million in contracts and grants that fund research, instructional support, and public service projects. **CP**

### Total Giving Fiscal Year 2000

COLLEGE/UNIT	TOTAL AMOUNT	TOTAL # OF GIFTS
College of Agriculture	\$ 2,962,707	4,595
College of Architecture & Environmental Design	509,683	1,632
College of Business	664,503	2,407
College of Engineering	10,978,223	4,217
College of Liberal Arts	1,271,296	3,200
College of Science & Mathematics	1,244,664	1,635
Associated Students	1,933,631	526
Athletics	2,754,532	1,399
Library Administration	70,191	258
Student Affairs	124,831	246
University Center for Teacher Education	142,361	192
University Funds	1,423,866	701
Unrestricted	403,916	5,894
<b>TOTAL</b>	<b>\$24,484,404</b>	<b>26,902</b>

*Excludes governments, memberships, and contributed services*



# Unocal donates \$5.6 million to College of Science and Mathematics

A \$5.6 million cash gift from Unocal Corporation, one of the largest contributions to Cal Poly in the university's history, is targeted for research aimed at developing environmentally sensitive technology to aid petroleum companies in restoring contaminated sites.

Unocal presented the donation on July 6 to the College of Science and Mathematics and the Environmental Biotechnology Institute (EBI). Unocal helped launch the EBI in late 1996 with a \$1.3 million grant.

Enhancing the public/private partnership fostered by Unocal and Cal Poly through EBI's collaborative research, Unocal's gift is earmarked for a number of specific EBI programs and projects. These include constructing EBI facilities within the university's planned new building, the Center for Science and Mathematics (\$2 million), and an endowed Unocal Chair for Environmental Studies (\$1 million).

The endowed chair is the second to be established in the College of Science and Mathematics and the university, and the first to have an occupant named. Renowned scientist Raul Cano will occupy the chair. A microbiology professor and specialist in paleobiology and molecular evolution, Cano directs a team of eight faculty members and more than 30 students conducting research at Unocal's Guadalupe dunes site, exploring ways to improve a technology known as bioremediation.

The \$5.6 million gift also provides for the renewal of a Unocal grant for services with EBI over three years to fund continued research at the Guadalupe dunes (\$1.5 million). Additionally, support was given to

industry, and community needed to apply the power of science to pressing social, economic, and environmental issues."


"Unocal is tremendously proud of our association with Cal Poly's



*Microbiology Professor Raul Cano (left), Gonzalo Garcia, Unocal environmental project manager/California operating services, and College of Science and Mathematics Dean Phil Bailey (at podium) participate in the Unocal donation presentation. Cano, a pioneer in the study of ancient bacteria and a specialist in paleobiology and molecular evolution, heads EBI research and has been named to occupy the Unocal Chair for Environmental Studies. (Photo by Patrick Swadener)*

the College of Science and Mathematics to be used for another endowed chair or other discretionary uses consistent with the overall Unocal gift (\$1.1 million).

"We are very grateful to Unocal for its support of the EBI," Cal Poly President Warren J. Baker said at the presentation ceremony. "EBI is an extraordinary example of the kind of partnership between the university,

EBI," said Mark Smith, Unocal vice president for real estate, remediation services, and mining operations. "Our company has a long-standing commitment to education . . . [and] with our new partnership, we can help fund continued research efforts that will benefit environmental restoration worldwide as well as educate the next generation of scientists." 



## Sun shines on Cal Poly labs

Sun Microsystems recently donated \$180,000 in hardware and software to equip state-of-the-art laboratories where students will create instructional and research software for the Internet and the World Wide Web using Java, a Sun programming language that enables different kinds of computers to communicate easily. Java components designed specifically for business applications were provided by IBM.

Teams of students, professors, and staff members will work on corporate-sponsored software development and research projects in the Java Center Projects Lab, and

the Java Center Instructional Lab will be used in courses offered by several departments. The goal for both labs is for students to develop Internet applications in the professional fields for which Cal Poly is well-known.

Sun has designated Cal Poly a charter member of its Authorized Academic Java Campus program, which fosters collaboration with local industry to give students hands-on business experience with Java technology. The university is only the second nationally and one of 15 worldwide to receive this recognition. **CP**

## Ribbon Cut on Advanced Network Lab

*Officials from Cisco Systems, Intel, and Netcom attended the dedication of a new lab created by the colleges of Engineering and Business with donations of equipment and cash from the three companies totaling more than \$1 million. The lab will give students the chance to work with the state of the art in computer networking, including a full range of technology, management practices, and applications such as electronic commerce. (Shown left to right are John Morgridge, Cisco chairman of the board; Barry Bruins (CSC '70s), Cisco software senior manager; Gary Howard (CPE '96), Cisco software engineer; and Warren J. Baker, Cal Poly president.)*

*(Photo by Marcia Wright)*



## Printing firms fund two new GrC labs

Quebecor World Press — the nation's largest printing company, with plants internationally — and Bowne Corp., with plants throughout the United States — each contributed \$20,000 to Cal Poly's Graphic Communication Department toward the construction of two new labs which will bear their names.

Quebecor is supporting a personal computer lab that will be used to teach estimating, costing, inventory control,

statistical process control, production management, workflow analysis, and related procedures used in managing modern graphic arts companies.

Bowne's lab will focus on studies related to small-group communication, contract negotiations, customer services, sales and marketing, human resource management, and other related activities. **CP**



## Retired Faculty and Staff Establish Scholarship

Members of Cal Poly's Retired Faculty and Staff Club are shown with some of the initial donations to the newly established Cal Poly Retired Faculty and Staff Centennial Merit Scholarship Endowment. Left to right are Jim Murphy (Industrial Technology, 1981-1994); Warren Anderson (Electronic Engineering, 1946-1979); James Lau (Business, 1971-1987); Past President Starr Jenkins (English, 1961-1988); President Gene Starkey (Dairy Science, 1978-1991); and Vice President Erland Detloff (University Center for Teacher Education, 1967-1998). To date more than \$7,000 in gifts have been made to this endowment fund. If you would like to contribute

to this merit scholarship celebrating Cal Poly's 100th birthday, send your tax-deductible gift, made payable to the Cal Poly Foundation, to David Thomson, Retired Faculty and Staff Club Treasurer, 1335 Foothill Blvd., San Luis Obispo, CA 93405. (Photo by Don Morris [PE '53, PE '59])


## Cal Poly wins second CASE fund-raising award

For the second consecutive year Cal Poly was awarded a national fund-raising honor by the Council for the Advancement and Support of Education.

The 2000 Circle of Excellence in Educational Fund-Raising Award recognizes development efforts during the fiscal years 1999-2000, citing colleges and universities "exceptional for their exemplary performance in fund raising."

The winning institutions are selected based on various criteria, including the pattern of growth of total support, an evaluation of contributions to the total support figure, overall breadth and pattern of growth in program areas, pattern of donor growth among alumni and others, total support in relation to the alumni base, and the type of institution.

"This award was made possible by a Cal Poly team of hundreds of staff and volunteers, including our president, provost, deans, faculty, advancement staff, and dedicated volunteer leaders," said Vice President of University Advancement William Boldt. "Last year nearly 27,000 gifts were received as a result of the outstanding cultivation and solicitation efforts of the Cal Poly community and the generosity of our alumni, parents, friends, and industry partners."

In 1999-2000 the university raised \$24.5 million, a 110 percent increase over 1994-95. "Cal Poly is no longer a state-supported university, but rather state-assisted," said Boldt. "Private support provides the margin of excellence for Cal Poly's award-winning, learn-by-doing programs." 

## Hudson Endowment to Aid Water Engineering Students

Daisy Hudson, Porterville native and past manager of the Saucelito Irrigation District (surrounded here by Cal Poly agriculture students), created a charitable remainder trust that will establish the Daisy J. Hudson Agricultural Irrigation Careers Scholarship Endowment to provide financial assistance for deserving students from Tulare and Kings counties who enroll in BioResource and Agricultural Engineering Department and Agricultural Systems Management programs to study irrigation, water science, and water engineering. (Photo by Marcia Wright)






# Cal Poly Fund donations increase to \$1.71 million

Cal Poly donors gave a record \$1,330,000 in cash gifts through the Cal Poly Fund to the colleges and units, a 13 percent increase from the previous year. The number of gifts to college and unit programs has more than doubled from 7,000 four years ago to 15,000 last year. In addition, \$376,000 was raised to support universitywide programs.

Over half of the gifts were raised from the phonathon, where Cal Poly students have the opportunity each evening to speak directly with alumni, parents, and friends of the university. The remaining gifts were received through mail programs.

The Cal Poly Fund's mission is to provide "extra" resources to the university's programs and projects, strengthening educational experiences for students. 

## CAL POLY FUND GIFTS

UNIT	1998-99	1999-2000
College of Agriculture	\$ 263,233	279,512
College of Architecture & Environmental Design	119,420	151,654
College of Business	132,701	159,970
College of Engineering	384,675	426,030
College of Liberal Arts	126,736	151,008
College of Science & Mathematics	88,484	95,137
Associated Students	9,936	6,225
Athletics	34,485	40,820
Library	7,260	7,155
Student Affairs	3,805	5,550
University Center for Teacher Education	4,787	6,831
Unrestricted	366,490	375,617
<b>TOTALS</b>	<b>\$1,542,012</b>	<b>\$1,705,509</b>
<b>PERCENT INCREASE</b>		<b>11%</b>

## Top 25 Matching Gift Companies Fiscal Year 2000

COMPANY NAME	TOTAL GIVING
Arthur Andersen LLP	\$ 25,300
Lockheed Martin	21,135
Hewlett-Packard	18,655
Ernst & Young	18,535
DaimlerChrysler	10,000
IBM International	9,490
Honeywell International	8,658
Boeing	7,520
Deloitte & Touche	6,250
Chevron USA	6,175
Andersen Consulting	6,140
Pacific Gas & Electric	5,905
GTE	4,775
The Raytheon Co.	4,565
Southern California Edison	4,330
PricewaterhouseCoopers LLP	3,780
GE	3,775
Times Mirror	3,750
KPMG	3,700
Wells Fargo	3,661
Southern California Gas	3,025
Intel	2,890
Sun Microsystems	2,825
Xerox USA	2,805
Silicon Graphics	2,750
<b>TOTAL</b>	<b>\$190,394</b>

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# Gifts

- Two software donations by **Rational Software Corp.** gave Cal Poly students what a computer science professor described as a “**\$2.5 million pencil.**” Rational gave enough licenses for its Enterprise Suite System and ClearQuest tracking system “tools” for 150 students and professors to use the software at the same time for different projects, including engineering coursework, senior projects, and programs that directly aid California businesses.
- [REDACTED] of Goleta enhanced the **Harold R. Frank Scholarship Endowment** with a gift of \$500,000. His endowment provides need-based scholarship support to Cal Poly engineering students, and awarded more than \$25,000 in scholarships this year.
- The **Mary Stuart Rogers Foundation**, based in Modesto, awarded Cal Poly a \$500,000 grant to fund scholarships for future teachers and honor students from Stanislaus County. Juniors, seniors, and credential candidates are eligible based on academic excellence, leadership experience in extracurricular activities, and community involvement. The grant will generate 25 \$4,000 scholarships annually for five years.
- An **anonymous donor** pledged to increase scholarships for Cal Poly student-athletes by setting a challenge to all Mustang supporters whereby he would match all new donations to the **Mustang Athletic Fund** up to \$100,000. During the 1999-2000 fiscal year, Mustang Athletics supporters raised \$93,000. Based on this response, the donor will pose the same \$100,000 challenge for the next four years.
- **Microsoft Corporation** gave 350 copies of Visual Studio software valued at \$424,988 to the Computer Science Department for use by faculty and students.
- **Silicon Graphics Inc.** gave the Computer Science Department **60 computer workstations** worth more than \$350,000. The workstations sport thin, wide, gray monitors that are part of a radical new design called integrated visual computing, which comprises the latest and fastest in graphic technology.
- The **Kelly-Moore Paint Co.** pledged \$300,000 to establish a fellowship supporting student research and advanced study in the College of Science and Mathematics’ Chemistry and Biochemistry Department’s polymers and coatings program. The **Bill Moore Coatings Research Fellowship** (named after the company’s co-founder) will go to students whose degree emphasis or educational background is in coatings chemistry.
- [REDACTED] of Los Osos enhanced the **Tevis Fund for Visiting Artists in Music** in Cal Poly’s College of Liberal Arts with a recent gift of real estate. The Tevis fund will enrich opportunities for students to listen to and learn from the best performers and bring new resources to the department. Mrs. Tevis and her late husband, Lloyd, were longtime supporters of the Music Department.
- [REDACTED] contributed shares of stock valued at more than \$140,000 to establish the **Archie and Andrea Waterbury Biological Sciences Scholarship Endowment Fund** to honor their daughter and son-in-law — biology faculty members — and buy approximately \$28,000 worth of departmental equipment.
- The **Western Coatings Foundation** donated \$26,743 to buy state-of-the-art testing and analyzing equipment for the coatings program in the Chemistry and Biochemistry Department, and \$96,651 to establish the **Polymers and Coatings Equipment Endowment** fund. The gifts were made in memory of four coatings industry executives: Dave Kittredge (a Cal Poly soil science graduate), Bob Abrams, Earl Smith, and Chuck Miyada.
- [REDACTED] of San Luis Obispo donated real estate valued at \$80,000 to establish the **Alice Parks Nelson Orchestral Music Endowment Fund** in the College of Liberal Arts’ Music Department. The endowment will fund private lessons for non-majors, master classes, and other activities that enrich the orchestral activities at Cal Poly.
- [REDACTED] gave a gift of \$50,000 in seed funding to establish Cal Poly’s Entrepreneurship Program, which will be open to all university students. His son [REDACTED], is a senior in the College of Business.
- A \$50,000 grant from **Texaco** and a \$25,000 grant from **Enron Wind Corp.** enabled high school and community college students and teachers from San Luis Obispo, Santa Maria, and Bakersfield to attend summer workshops at Cal Poly exploring energy issues and industry opportunities.
- In honor of her dedication and commitment to the university, longtime Cal Poly **Dance Professor** [REDACTED], donated \$15,000 to the College of Liberal Arts’ dance program. The gift was used to install an air conditioning system in the Crandall Dance Studio. 